

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant  The Jefferson Group, Inc      1341 G Street, N.W.      Wash. DC      20005	2. Registration No.  4139
3. Name of foreign principal  Embassy of El Salvador	4. Principal address of foreign principal  2308 California Street, N.W. Washington, DC      20008

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) \_\_\_\_\_

☐ Individual—State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state:      El Salvador

a) Branch or agency represented by the registrant.      Embassy of El Salvador

b) Name and title of official with whom registrant deals.

Miguel A. Salaverria, Ambassador

7. If the foreign principal is a foreign political party, state:

N/A

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

N/A

b) Is this foreign principal

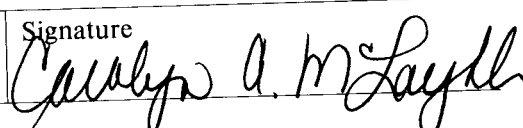
Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐  
Directed by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐  
Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐  
Financed by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐  
Subsidized in whole by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐  
Subsidized in part by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

N/A

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A 8/24/92	Name and Title Carolyn A. McLaughlin Corp. Secy & Treasurer	Signature 
------------------------------	---	--

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant

The Jefferson Group, Inc.

Name of Foreign Principal

Embassy of El Salvador

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

The Jefferson Group, Inc. (TJG) will provide advice and counsel to the Embassy of El Salvador in formulating a plan to raise monies to preserve the antiquities of El Salvador as outlined in paragraph number two of the attached agreement between TJG and the Embassy of El Salvador.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

The requirement is satisfied by the detail provided in the attached letter of Agreement between TJG and the Embassy of El Salvador.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

N/A

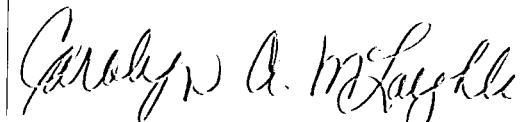
Date of Exhibit B

8/24/92

Name and Title

Carolyn A. McLaughlin  
Corp. Secy & Treasurer

Signature



<sup>1</sup>Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



## AGREEMENT

This document is the Agreement between the Embassy of EL SALVADOR (THE EMBASSY) and THE JEFFERSON GROUP, INC. (TJG), dated August 25, 1992 and sets forth scope of work, compensation and billing procedures.

TJG will provide THE EMBASSY with advice on raising funds to preserve and protect the archaeological treasures of El Salvador. TJG will arrange and participate in exploratory meetings, at senior levels, with those institutions likely to respond positively to the Government's appeals; develop an annotated listing of those public and private sources of funding which hold the greatest potential for assistance, to include major museums, preservation entities, universities, foundations and individual donors; create a complete suggested package of public affairs and fundraising materials, including a campaign theme, logo, brochure, supplementary background materials and appeals letters; assist the Embassy in exploring what federal monies may be available from the US Government to support archaeological research and preservation activities; assist in the establishment of a tax-free foundation which can accept contributions and grants from public and private entities; and design and plan a campaign kick-off event to be held in Washington, D.C.

THE EMBASSY will pay TJG a project retainer of \$25,000.00 for services to be rendered under this Agreement, payable in three installments, with \$10,000.00 due upon signing this Agreement, \$10,000.00 due on or before October 1, 1992 and the remaining \$5,000.00 due on or before November 1, 1992.

THE EMBASSY will reimburse TJG for all reasonable expenses made in the performance of its duties under this Agreement. Such expenses shall not exceed \$500.00 per month without the approval of the Ambassador of El Salvador. Routine disbursements will be limited to travel, local messengers, in-house photocopying and ordinary communications (telephone, facsimile, telex, and postage). All disbursements for materials, services, and rights will be made by TJG as agent for THE EMBASSY. Subject to obtaining prior approval of the Ambassador of El Salvador, TJG may procure production for services and materials from outside vendors such as artwork, photography, printing, and the like, which are purchased on behalf of THE EMBASSY and will be rebilled at cost plus fifteen percent (15%).

92 OCT 23 12:29  
RECEIVED  
OFFICE OF THE  
AMBASSADOR  
OF EL SALVADOR

Invoices for the out-of-pocket expenses incurred on behalf of THE EMBASSY will be submitted to the Ambassador of El Salvador monthly and shall be payable upon receipt. TJG will have the right to suspend all work on THE EMBASSY's account in the event that any invoice remains outstanding for a period of more than thirty (30) days.

TJG will maintain accurate records of all staff time work and all out-of-pocket expenditures incurred on behalf of THE EMBASSY and, during the term of this Agreement and for one year thereafter, THE EMBASSY may examine such records upon reasonable notice and during normal business hours. It is understood that the foregoing does not include TJG salary data, overheads and other internal TJG costs or non-billable expenses.

TJG acknowledges its responsibility, both during and after the term of its Agreement, to use all reasonable efforts to preserve the confidentiality of any proprietary information or data developed by TJG on behalf of THE EMBASSY or disclosed by THE EMBASSY to TJG.

It is understood that TJG is not responsible for the acts of THE EMBASSY or representations made by THE EMBASSY upon which TJG acts in providing services under this Agreement.

This Agreement is effective September 1, 1992, as evidenced below and will extend through the November 31, 1992.

This Agreement represents the entire Agreement of the parties and may be amended only by a writing signed by all parties. It shall be governed by and construed in accordance with the laws of the District of Columbia.

If you concur with the terms set forth above, please signify your acceptance by signing and returning to TJG this Agreement.

THE JEFFERSON GROUP, INC.:

By: 

Mark D. Cowan

Chief Executive Officer

Date: *Aug 26 1992*

ACCEPTED:

THE EMBASSY OF EL SALVADOR:

By: 

Name: Miguel A. Salazar

Title: Ambassador

Date: *8/31/92*

EST 23 02:29

RECEIVED  
OFFICE OF THE  
ATTORNEY GENERAL